



GARMIN *marketing memo*

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To: Garmin Aviation Distributors
From: Jim Alpiser, Director, Aviation After-Market Sales
Date: December 31, 2007

2008 Pricing and Programs

You will receive a new 2008 Aviation Distributor Price Catalog in late January 2008. Until you receive your catalog, new pricing can be found on the Dealers Only web site under Online Current Pricing Catalog. 2007 pricing can be found on the Dealers Only web site under 2007 Aviation Distributor Price List and 2007 Aviation Distributor Price Catalog. Distributors may place non-cancelable orders at current 2007 pricing until January 25, 2008, and deliveries for these orders may be scheduled for shipment through March 28, 2008.

You will also receive a new 2008 Aviation Marketing Programs booklet in late January. Please read through this booklet carefully, as many of the programs have minor changes. If you have any questions you may direct them to your Regional Sales Manager.

Garmin is pleased to announce the extension of the popular Buy 2 get \$1000 off, Buy 3 get \$2000 off promotions on GMX 200's, GNS 400W/500W product series, and the GDL 69/69A's, until August 29, 2008. We are also extending the MFD Trade-In program until August 29, 2008. Of course the AEA scheduled orders program remains in effect until April 2008.

Take advantage of this opportunity and receive 2007 pricing for shipments dated out through March 28, 2008 by placing your order by January 25, 2008.

GNS 480 and TSO 129 Annunciators Discontinued

Since the introduction of our GNS400W/500W WAAS units, sales of the GNS 480 have continued to decline. In order to preserve sufficient parts in stock to service the thousands of units in the field for years to come, it has become necessary to discontinue the GNS 480. The remaining stock is available on a first come, first served basis, while supplies last.

With the overwhelming majority of aircraft owners switching to WAAS receivers, the demand for our TSO C129a annunciators has also declined significantly. These annunciators are still available by several manufacturers through other distribution channels available to our distributors.

Place your orders for these products while supplies last.